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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

# news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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## OCTOBER 1989 BILLINGS FOR METAL TREATING INDUSTRY
## TOP OCTOBER 1988 BY 3.8%

October 1989 sales of $50.8 million outpaced October 1988 when the figure was $49.0 million.

For the year-to-date, billings have reached $485.4 million. This is 3.8% above the 1988 total for this period of $467.7 million.

Six of the nine MTI districts outperformed October 1988. Seven of the districts are ahead of their 1988 year-to-date sales total.

A summary of percentage change by geographic regions follows:

| | District | Oct 89 vs. Oct 88 | Total 1989 vs. 1988 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | 1.2 | 0.1 |
| 2 | Middle Atlantic (NY-NJ-E.PA-MD) | 1.6 | 3.1 |
| 3 | South Central (W.PA-OH-IN-KY) | 14.0 | 7.6 |
| 4 | Michigan | - 8.8 | 2.7 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | 5.8 | 5.5 |
| 6 | North Central (IL-WI-MN-MO-IA) | 9.0 | 5.2 |
| 7 | Pacific Coast (CA-AZ-ORE-WASH) | 17.7 | 10.7 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | - 2.8 | - 5.0 |
| 9 | Canada | -15.3 | - 5.1 |

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1989

BILLINGS FOR MONTH

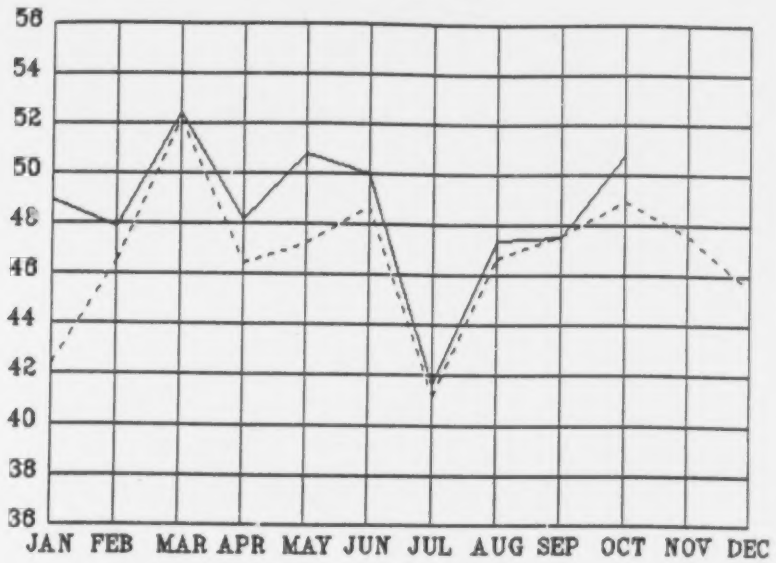
| | Participating Members | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1988 | 1989 | % | 1988 | 1989 |
| Total | 215 | 48950.4 | 50809.7 | 3.8 | 100.0 | 100.0 |
| Dist. 1 | 16 | 3102.9 | 3139.7 | 1.2 | 6.3 | 6.2 |
| Dist. 2 | 26 | 4728.6 | 4804.4 | 1.6 | 9.7 | 9.5 |
| Dist. 3 | 39 | 8017.3 | 9142.1 | 14.0 | 16.4 | 18.0 |
| Dist. 4 | 24 | 6996.7 | 6379.6 | - 8.8 | 14.3 | 12.6 |
| Dist. 5 | 18 | 2704.2 | 2860.5 | 5.8 | 5.5 | 5.6 |
| Dist. 6 | 33 | 8839.1 | 9632.0 | 9.0 | 18.1 | 19.0 |
| Dist. 7 | 27 | 6435.5 | 7577.2 | 17.7 | 13.1 | 14.9 |
| Dist. 8 | 18 | 3138.2 | 3049.5 | - 2.8 | 6.4 | 6.0 |
| Dist. 9 | 14 | 4987.8 | 4224.7 | -15.3 | 10.2 | 8.3 |
| Foreign | 0 | | | | | |

BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1988 | 1989 | % | 1988 | 1989 |
| Total | 467706.2 | 485403.9 | 3.8 | 100.0 | 100.0 |
| Dist. 1 | 31630.6 | 31653.4 | 0.1 | 6.8 | 6.5 |
| Dist. 2 | 45977.3 | 47395.8 | 3.1 | 9.8 | 9.8 |
| Dist. 3 | 77498.4 | 83074.7 | 7.6 | 16.6 | 17.2 |
| Dist. 4 | 62665.1 | 64339.4 | 2.7 | 13.4 | 13.3 |
| Dist. 5 | 26868.4 | 28353.9 | 5.5 | 5.7 | 5.8 |
| Dist. 6 | 87354.6 | 91883.1 | 5.2 | 18.7 | 18.9 |
| Dist. 7 | 60643.0 | 67137.2 | 10.7 | 13.0 | 13.8 |
| Dist. 8 | 29842.0 | 28346.6 | - 5.0 | 6.4 | 5.8 |
| Dist. 9 | 45226.7 | 42919.5 | - 5.1 | 9.7 | 8.8 |

MILLIONS

## NATIONAL BILLINGS



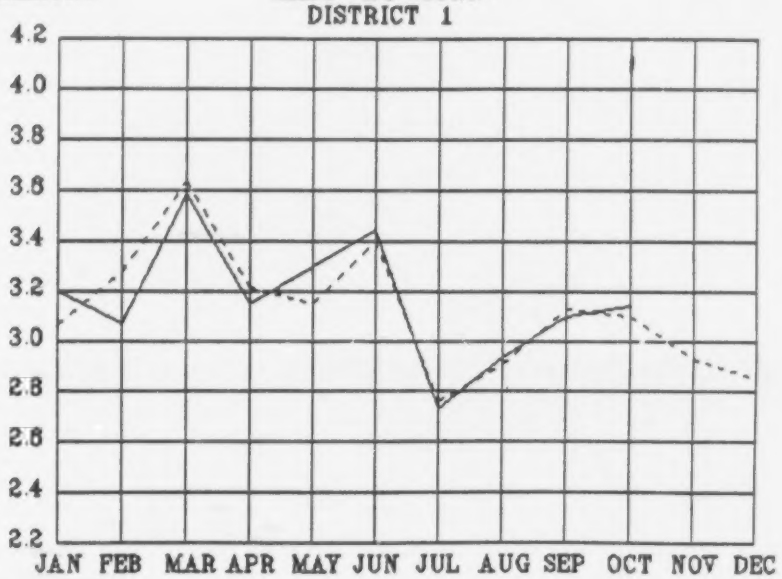

1988 - - - -

1989 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 15.6 | 3.0 | 0.4 | 3.7 | 7.6 | 2.6 | 1.0 | 1.6 | -0.2 | 3.8 | | |
| % Change | Cumulative | 15.6 | 9.0 | 5.8 | 5.3 | 5.8 | 5.2 | 4.7 | 4.3 | 3.8 | 3.8 | | |

MILLIONS

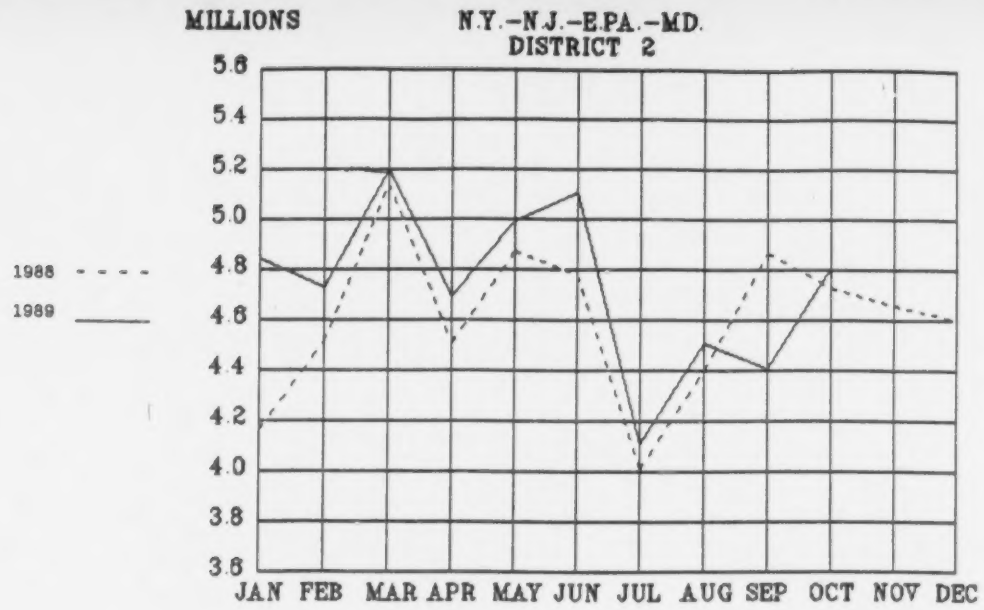
## MASS.-R.I.-CONN. DISTRICT 1



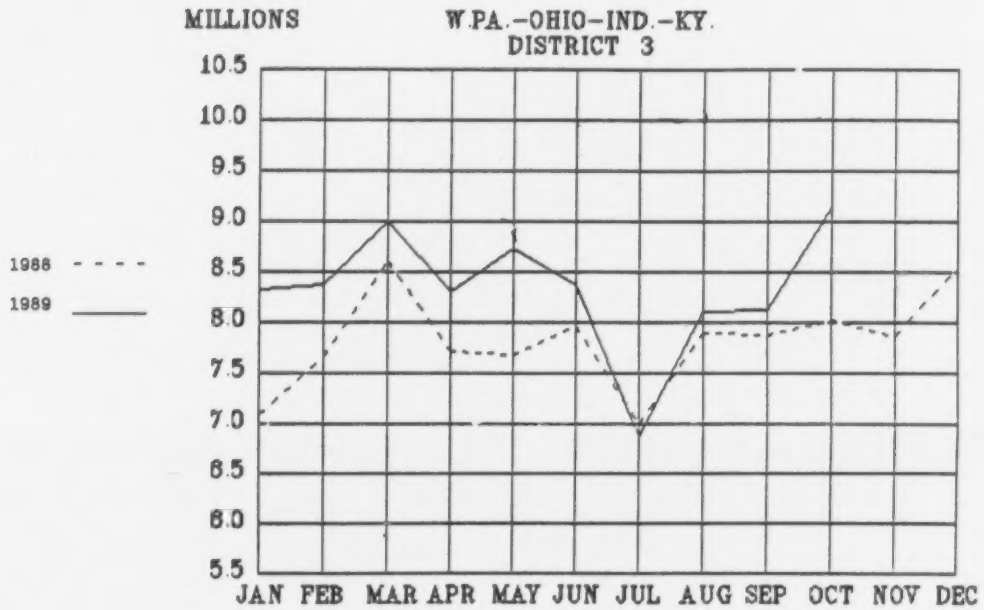

1988 - - - -

1989 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 4.4 | -6.3 | -1.2 | -2.2 | 4.8 | 1.3 | -1.0 | 1.1 | -0.9 | 1.2 | | |
| % Change | Cumulative | 4.4 | -1.1 | -1.2 | -1.4 | -0.2 | 0.1 | -0.1 | 0.1 | 0.0 | 0.1 | | |



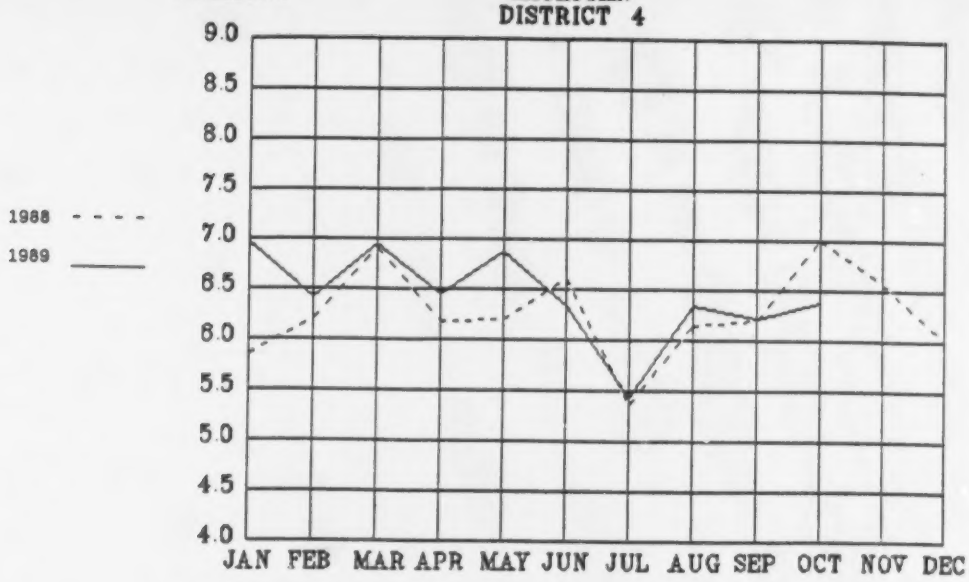

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 16.3 | 4.8 | 1.2 | 4.1 | 2.5 | 6.9 | 2.5 | 2.4 | -9.4 | 1.6 | | |
| % Change | Cumulative | 16.3 | 10.3 | 6.9 | 6.2 | 5.4 | 5.7 | 5.3 | 4.9 | 3.3 | 3.1 | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 17.4 | 9.3 | 4.5 | 7.6 | 13.8 | 5.3 | -1.5 | 2.6 | 3.2 | 14.0 | | |
| % Change | Cumulative | 17.4 | 13.2 | 10.0 | 9.4 | 10.3 | 9.4 | 8.0 | 7.3 | 6.8 | 7.6 | | |

MILLIONS

MICHIGAN
DISTRICT 4

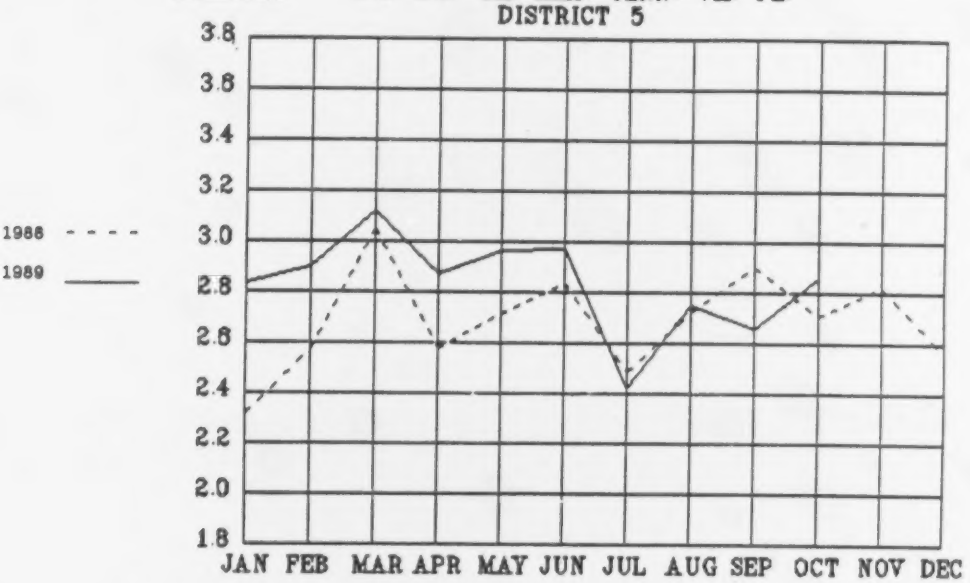



1988 - - - -

1989 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 19.1 | 3.3 | 0.5 | 4.2 | 10.9 | -4.3 | 1.2 | 3.0 | 0.4 | -8.8 | | |
| % Change | Cumulative | 19.1 | 11.0 | 7.2 | 6.5 | 7.3 | 5.3 | 4.8 | 4.6 | 4.1 | 2.7 | | |

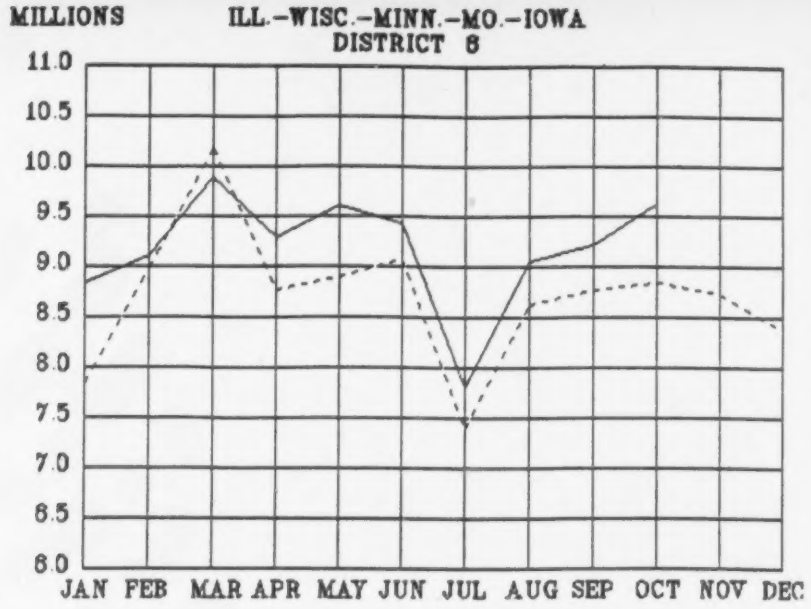
MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



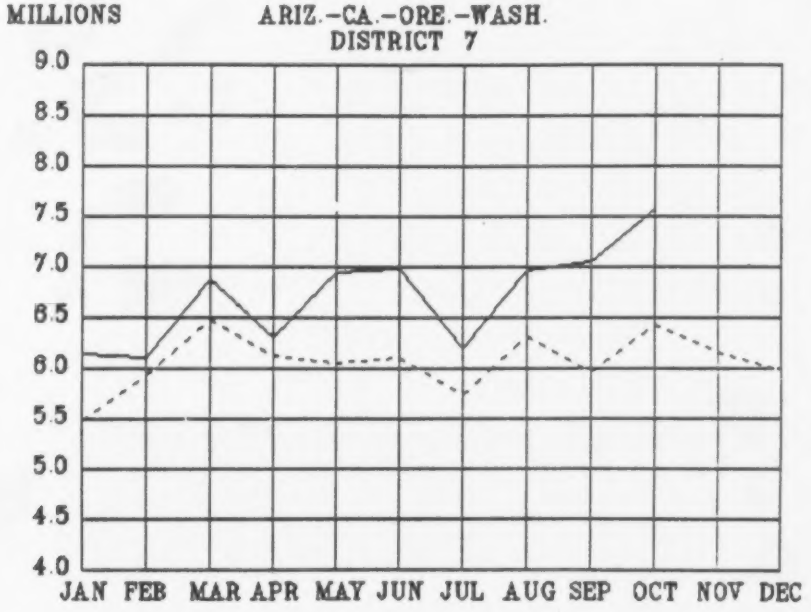

1988 - - - -

1989 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 22.6 | 12.8 | 2.3 | 11.4 | 9.2 | 4.9 | -2.5 | 1.2 | -8.4 | 5.8 | | |
| % Change | Cumulative | 22.6 | 17.4 | 11.6 | 11.6 | 11.1 | 10.0 | 8.3 | 7.4 | 5.5 | 5.5 | | |



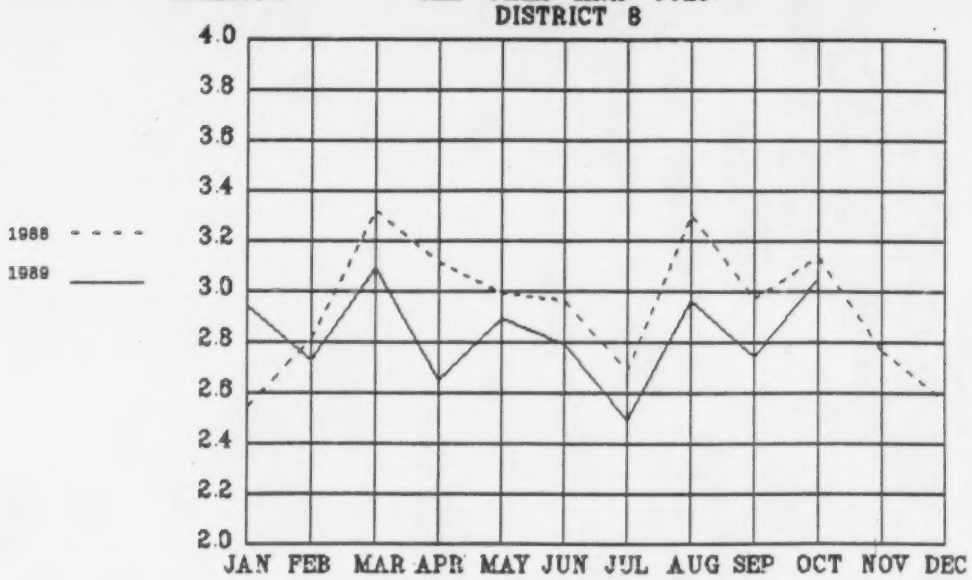

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 12.8 | 1.4 | -2.8 | 6.1 | 8.0 | 3.9 | 5.5 | 5.1 | 5.1 | 9.0 | | |
| % Change | Cumulative | 12.8 | 6.7 | 3.1 | 3.9 | 4.7 | 4.6 | 4.7 | 4.7 | 4.8 | 5.2 | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 11.9 | 3.1 | 6.1 | 2.8 | 14.9 | 14.3 | 8.0 | 9.9 | 18.2 | 17.7 | | |
| % Change | Cumulative | 11.9 | 7.3 | 6.9 | 5.8 | 7.7 | 8.8 | 8.7 | 8.8 | 9.9 | 10.7 | | |

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



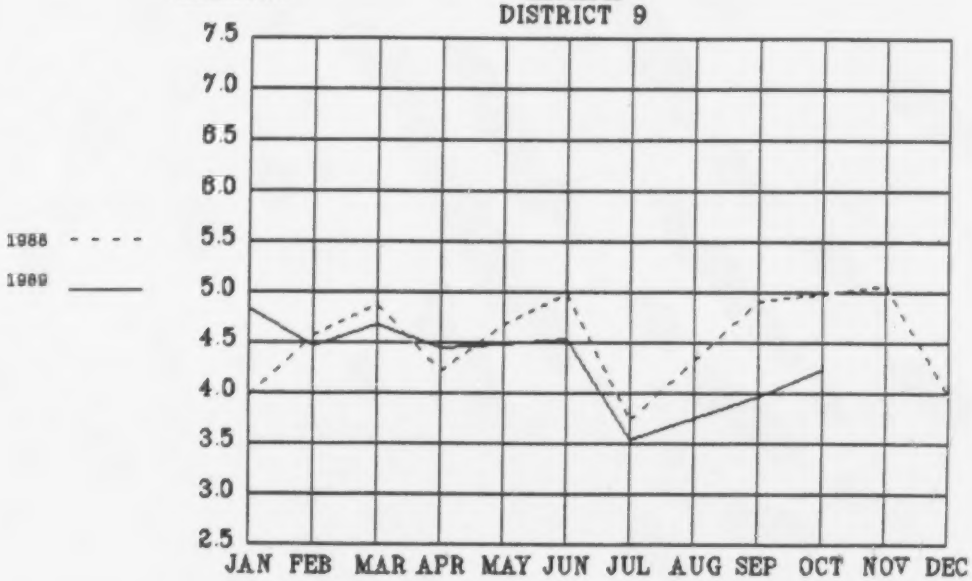

1988 - - - -

1989 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 15.8 | -3.1 | -7.0 | -14.9 | -3.4 | -5.7 | -7.2 | -10.1 | -7.7 | -2.8 | | |
| % Change | Cumulative | 15.8 | 5.9 | 0.9 | - 3.2 | -3.3 | -3.7 | -4.1 | -5.0 | -5.3 | -5.0 | | |

MILLIONS

CANADA
DISTRICT 9




1988 - - - -

1989 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 22.0 | -2.2 | -4.0 | 5.5 | -3.9 | -9.1 | -5.6 | -13.1 | -19.1 | -15.3 | | |
| % Change | Cumulative | 22.0 | 9.1 | 4.3 | 4.6 | 2.8 | 0.6 | -0.1 | -1.7 | - 3.8 | -5.1 | | |